How to Be a Better Back to the Nursery And Earn Bigger Pay

By Roy Grittith
The Evening World's Authority on Successful Salesmanship. Copyright, 1919, by The Press Publishing Co. (The New York Evening World.)
In Mr., Griffith's "Answer Column" he will be glad to aid salesmen. in their salesmanship problems. His replies will be published, using only the correspondents' initials.

o you think the advice of a vocational expert to a young man who has been, so far, well-known specialist?-H. M. C.

your horoscope." Astrology, on which alogue of their business books. horoscopes are based, is a more or less uncertain science which has believe a man will accomplish more character, than by going to a voca-

of one individual. This would make beience of character analysis is commercialized, much of its value is lost.

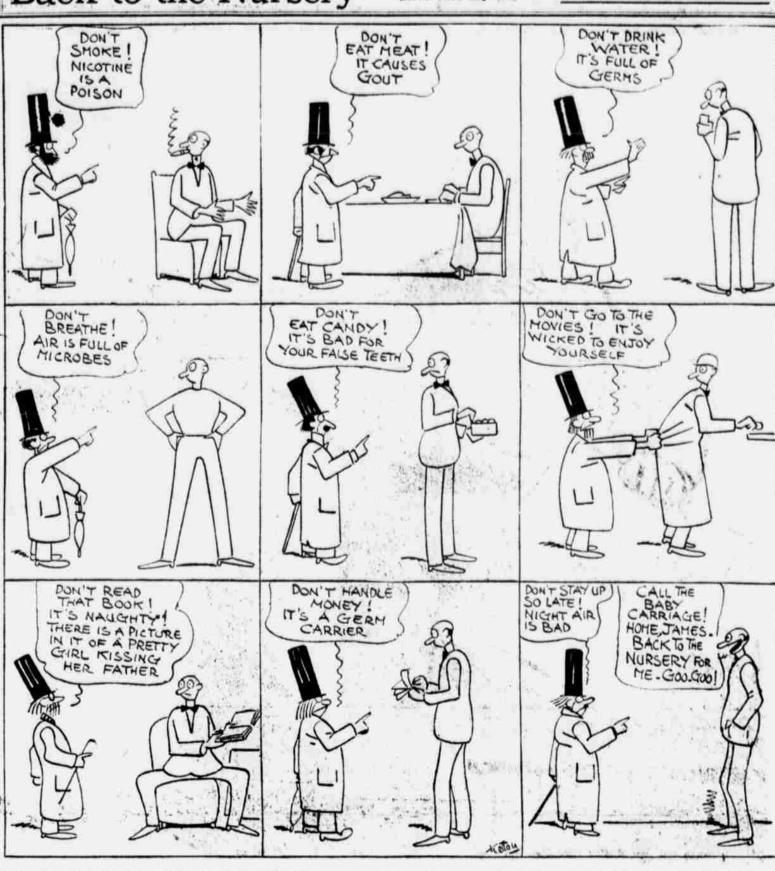
For instance, as I read your letter, I was impressed by one fact. J. H .- You say that because of a Your letter and your handwriting reputation as a drinker you cannot both show you are not a clear, get references to help place you in the logical thinker. Your thoughts travel right kind of position; also, you say faster than your ability to keep them you don't drink. Whether you'do or in logical order. Try reading Stock- not is of no particular consequence ton's "The Lady or the Tiger?" and as far as your present problem is THENK about it. It is a study in concerned. References don't amount feminine psychology, besides being a to a great deal anyway. Almost good story. Try to figure out whether anybody can get glewing letters of it WAS the lady or the tiger. It recommendation. Sometimes they won't get you anywhere particularly, are not worth the paper they're written on. I'd advise you to forget about it's good mental exercise. That's just one little tip. To give you more I'd have to know more about you. Now do you see how impossible it is for a vocational expert give you. If you Do drink, cut it out. If you now time, all the facts you would need for complete self-develop-

Answers to Questions. | ment? Needless to say, I cannot, in these columns, recommend any particular specialist,

anable to find himself is very valua- and business subjects go to the Public ble or reliable? Could you suggest a Library and consult with the libravell-known specialist?—H. M. C. rian. Also, you might write to Bren-Vocational experts are a recent, tano's, Fifth Avenue, New York; shall I say affliction? who seem to be McClurg's, Wabash Avenue, Chicago, attaining prominence. They are a or New York University Press, New variation of those who used to "read York. Ask them to send you a cat-

J. A. N.-What you contemplate something to commend it. But a lot is becoming a manufacturer's agent. of charlatans have tended to cheapen You would probably have no difficult. So with vocational experts. Their culty in getting plenty of lines to advice is based on a thoroughly ra- handle. It is my impression, howtional character analysis. Human ever, that you would not be able to nature being an eternal variable, I make a drawing account arrangement with any firm. It would be on by studying himself, with his thou- a strictly commission basis, without sand and one little peculiar quirks of advances. You would need some capital to start, An office would be necessary, to begin with, and you would need capital to keep you going until To be of utmost value the advice commissions started coming in. Alof a vocational expert would almost most any manufacturer not already have to be based on a tong study represented in a particular territory their charge prohibitive. When the representation. If I can be of furshould be interested in having such ther assistance to you on this mattor, please advise me.

By Maurice Ketten



The Evening World's Kiddie Klub Korner

Conducted by Eleanor Schorer

Child Health Alphabet

By Mrs. Frederick Peterson of the Child Health Organization



be as tall as you can. Weight up to Height makes a healthy strong man

Cousin Eleanor's Klub Kolumn

Once upon a time there lived in a told her to find a pearl that beguards of the palace were with her tune. It was a horrid place and every everywhere she went.

One day as she was by the banks

fine palace at the bottom of the longed to her grandmother. She bright, blue sea, a gentle little fairy then went to her people and told them named Peace. Her people loved her, she was going away to find the pearl. She was the queen of the sea and no After many long days the queen harm could come to her, for the came to the ocean looking for her forone distiked her. They even brought her to the king and told him about of the sea combing her hair in the her. He changed her into a sea star and this made Queen Peace very unhappy. But it happened that before she left, her palace she told her soldiers that if she did not return in three weeks' time, harm had come to her. Four weeks had passed when she heard an army of soldiers coming and she knew they were her men. She cried for joy and told them that she





COUPON NO. 427

The Housewife's Scrapbook factory methods of , aring the pah, add water if necessary and a

cure best results entirely submerge will remove all odor. the meat into rapidly beiling water. Let it boil hard for five minutes and then reduce the heat nearly half. Continued rapid boiling will destroy the connective pissue and make the meat hard and tough. For boiling relect a piece of the round, the clod or the lower end of the loin.

An inexpensive chocolate cake made with one cup of sugar, a quarter

the cheaper cuts of meat. To se- fittle washing soda and let it boil. This

Tarzan Takes to the Trees and Is

Some merchanic and the control of th

"Let me go with you, Bwana!" After Bwana bad left his party of recape. His little eyes blazed and one and a haif temporafula of flour to a cup of water and altr until perfectly smooth. Then cook it five minutes and you will have a good substitute.

The me go with you, Bwana!" After Bwana bad left his party of recape. His little eyes blazed the bead for a short disc savagely. His tall was elevated the head for savagely.

The black shook his head. "No:" and charged down upon the frait girl. The jungle again, the father went on he announced. "Bwana says I take what was that? Korak's eyes ahead to the bungalow for horses why we thought best to consult you before organizing an expedition. The presently her horse passed/beneath figure had leaped from the tree the allow-hanging branch and the black shade of which Meriem already had leaped not the path of the soldiers entered the palace sea killed. So the soldiers entered the palace sea killed. So the soldiers entered the palace sea killed. So the soldiers entered the palace sea killed to the bungalow for horses why we thought best to consult you before organizing an expedition. The fellow had only an old photograph of killer, rode home to his mother—the her, on the back of which was pasted in his boyish heart—and found in her her and offering a reward. We feared to the tree into which she had dis-

By SERGEANT REGINALD GRANT

A Thrilling War Book, in Which "Horseshoe" Grant Begins Next Monday on This Page Tells the Experience of Three Years in the Trenches.